

Figures

Fig. 1A

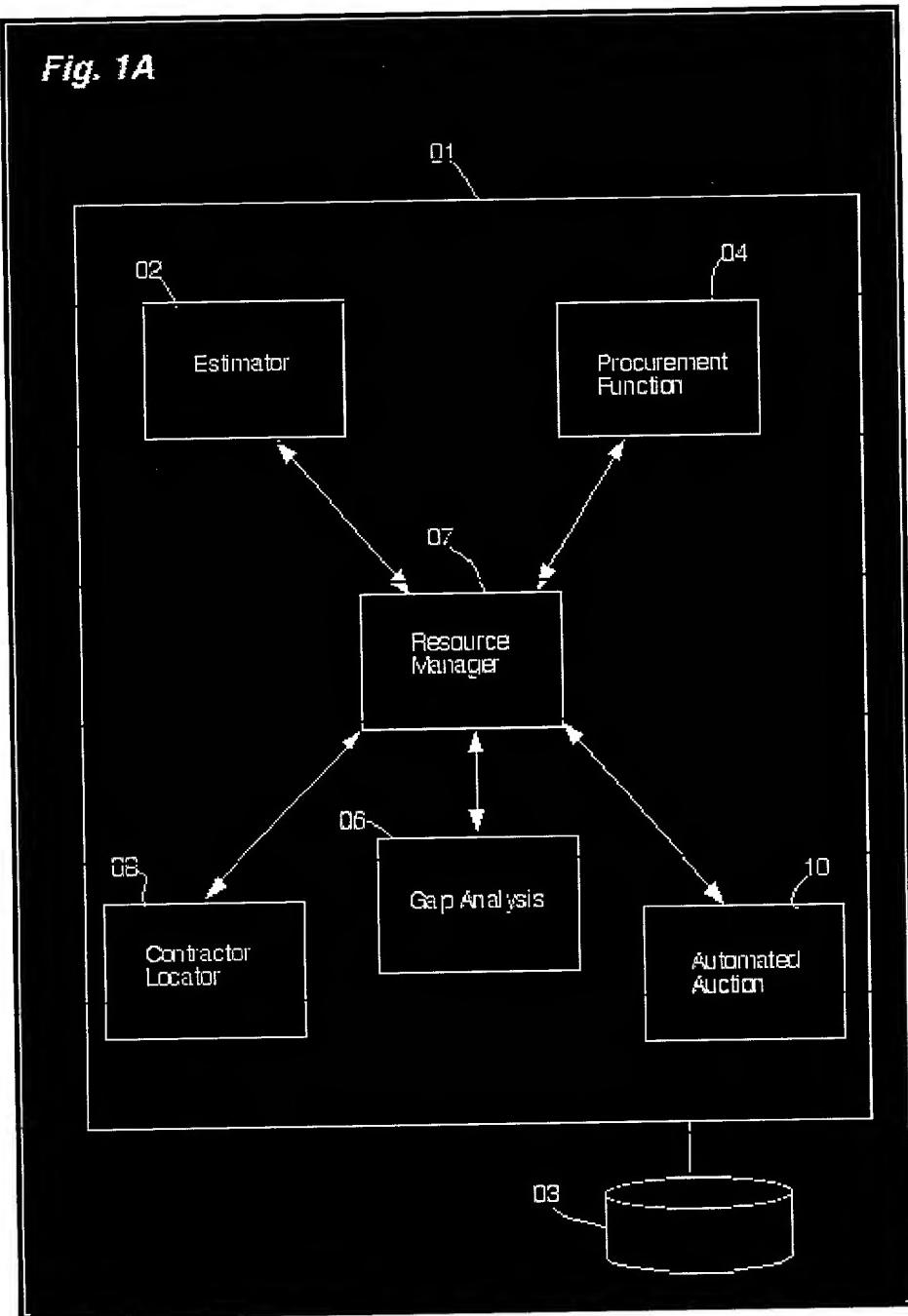


Fig. 1B

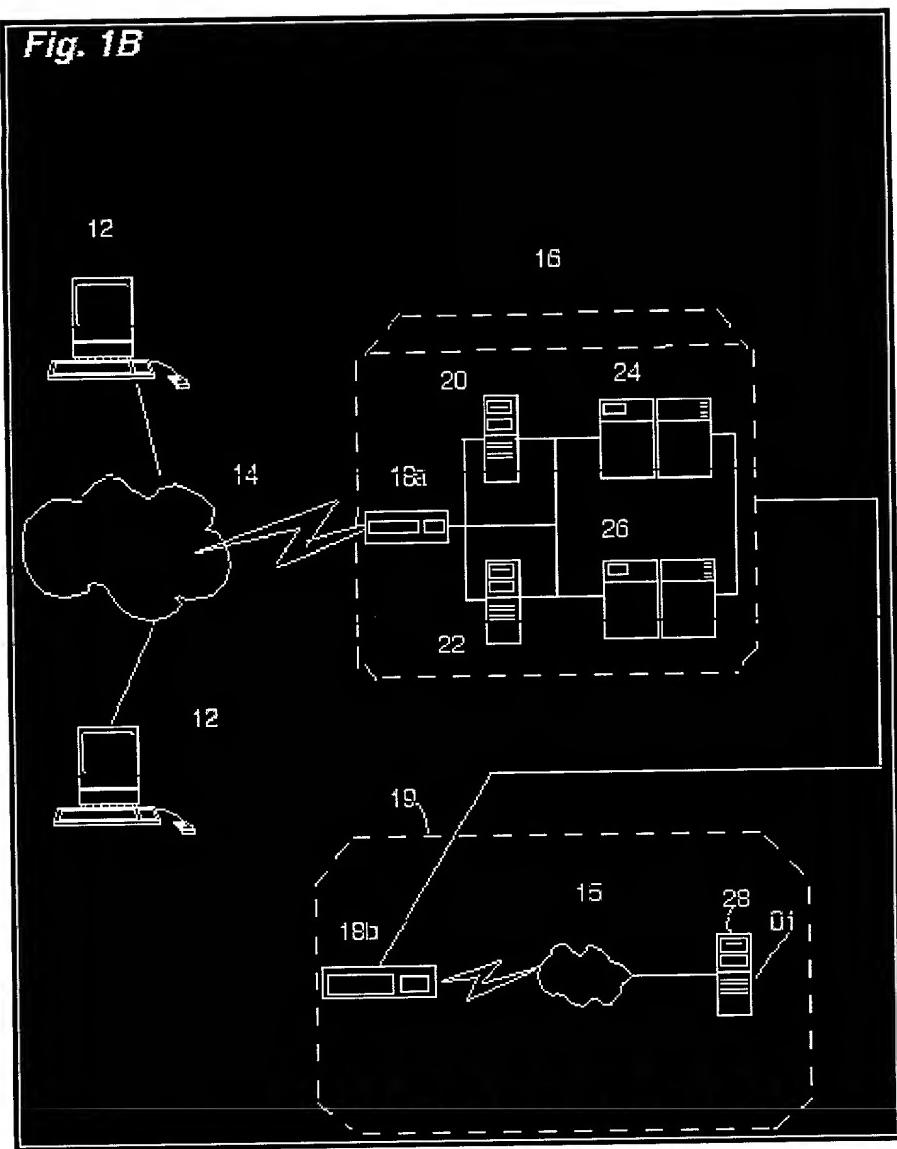


Fig. 1C

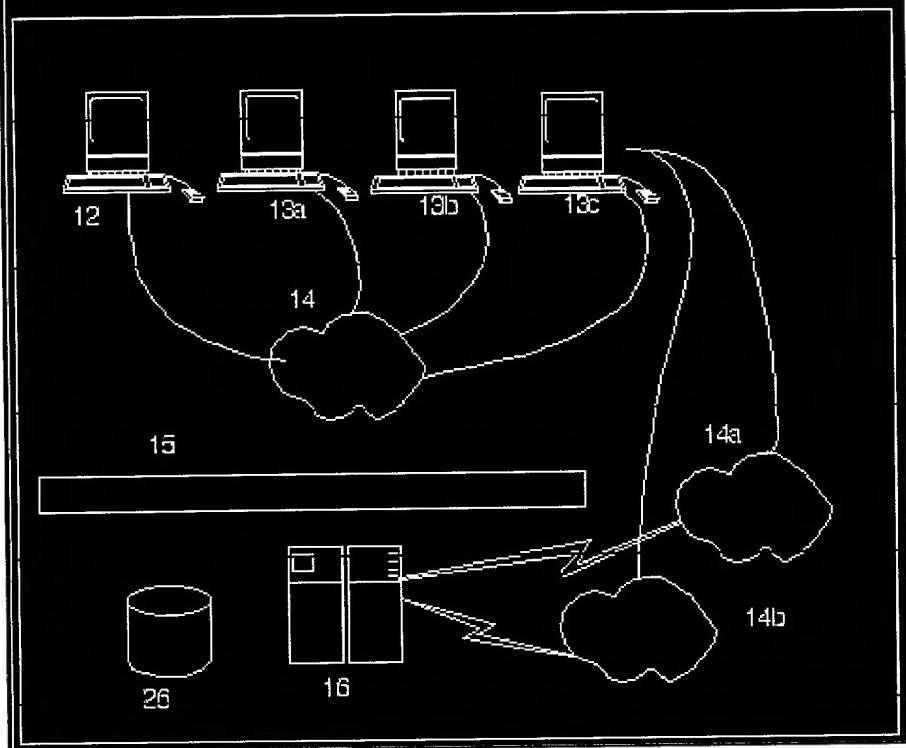


Fig. 1D

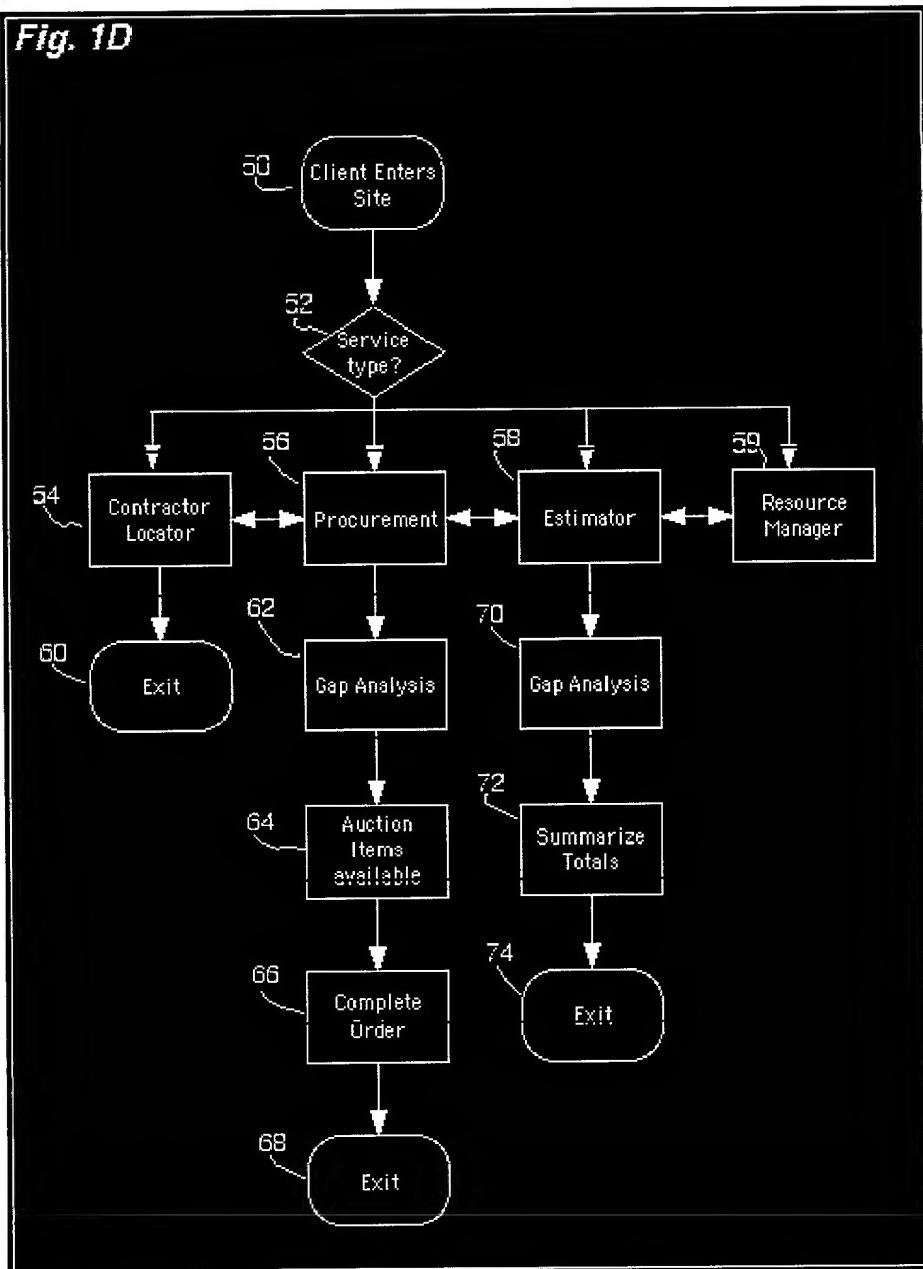


Fig. 2A

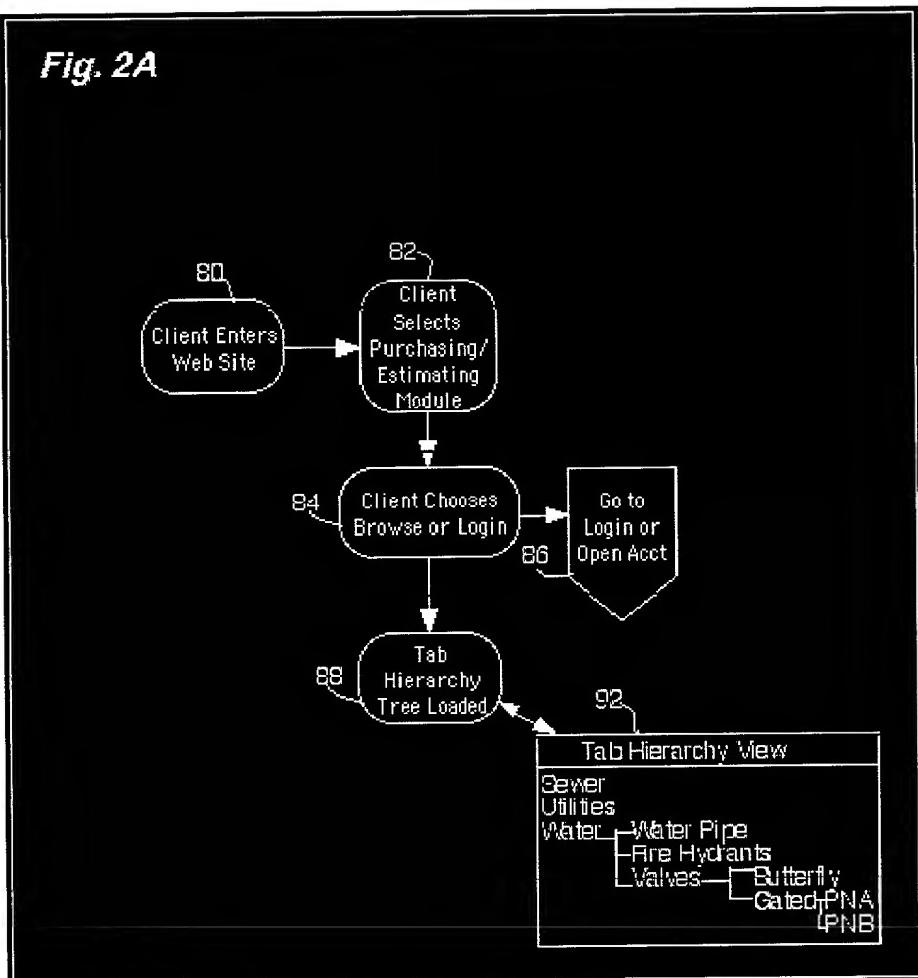


Fig. 2B

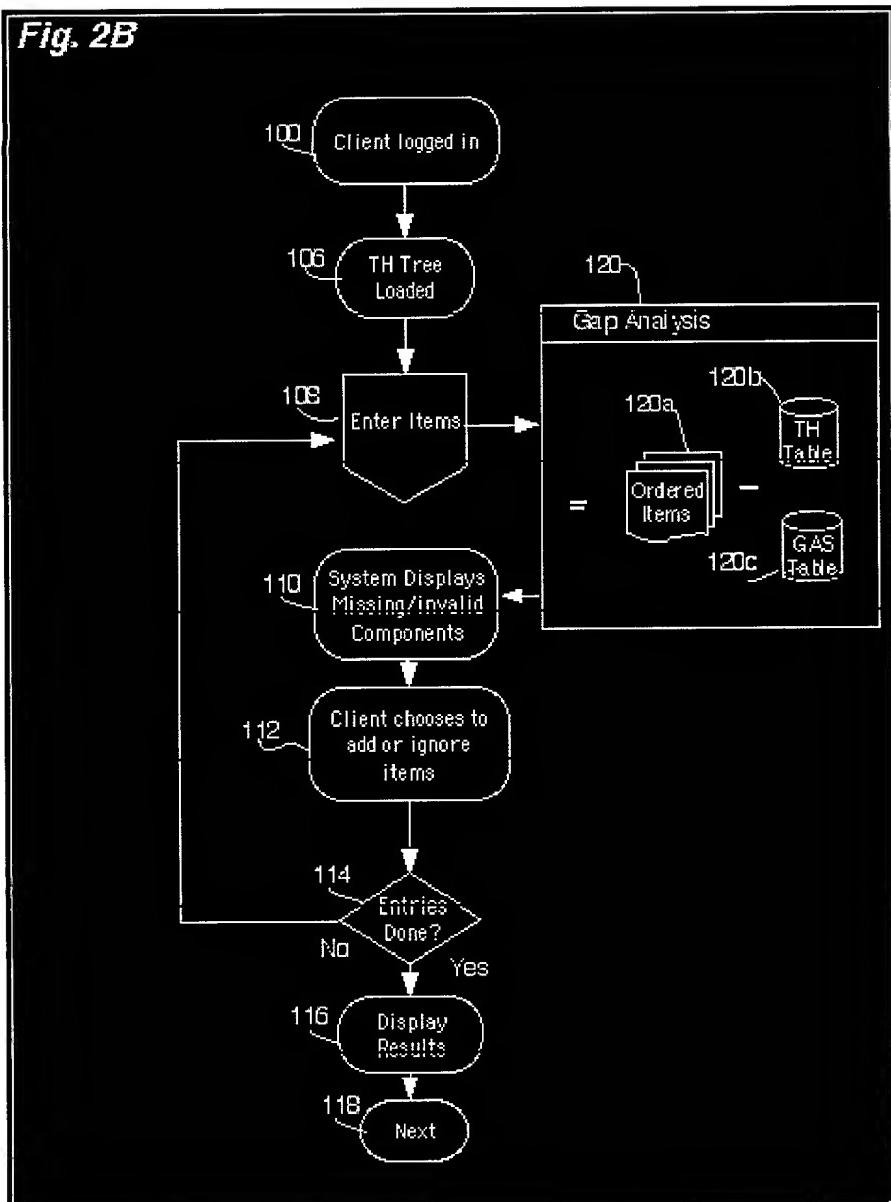


Fig. 2C

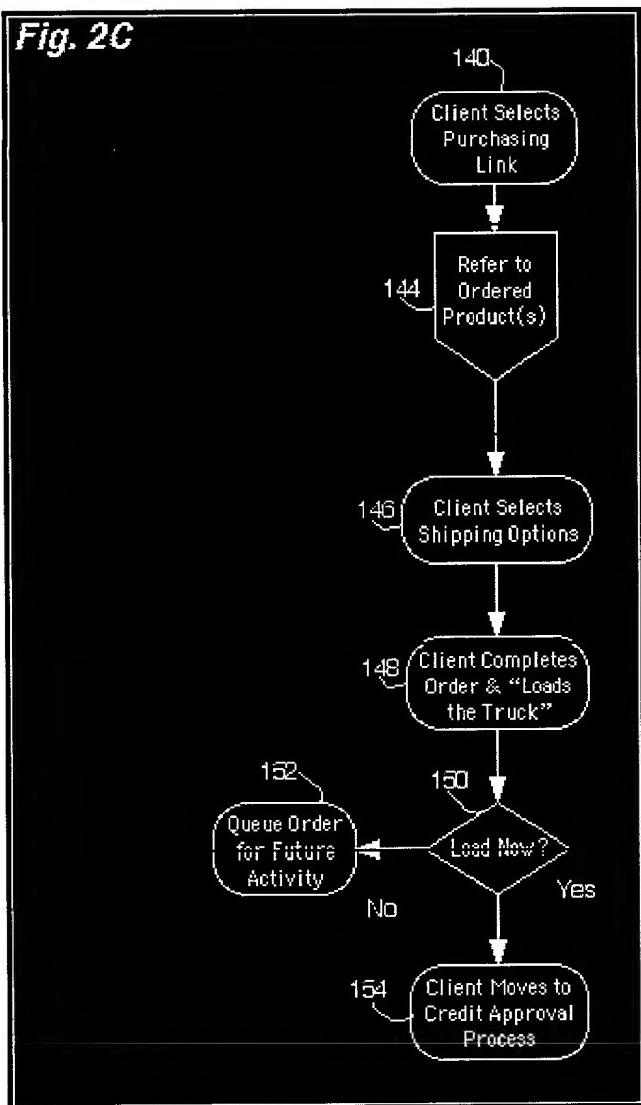


Fig. 2D

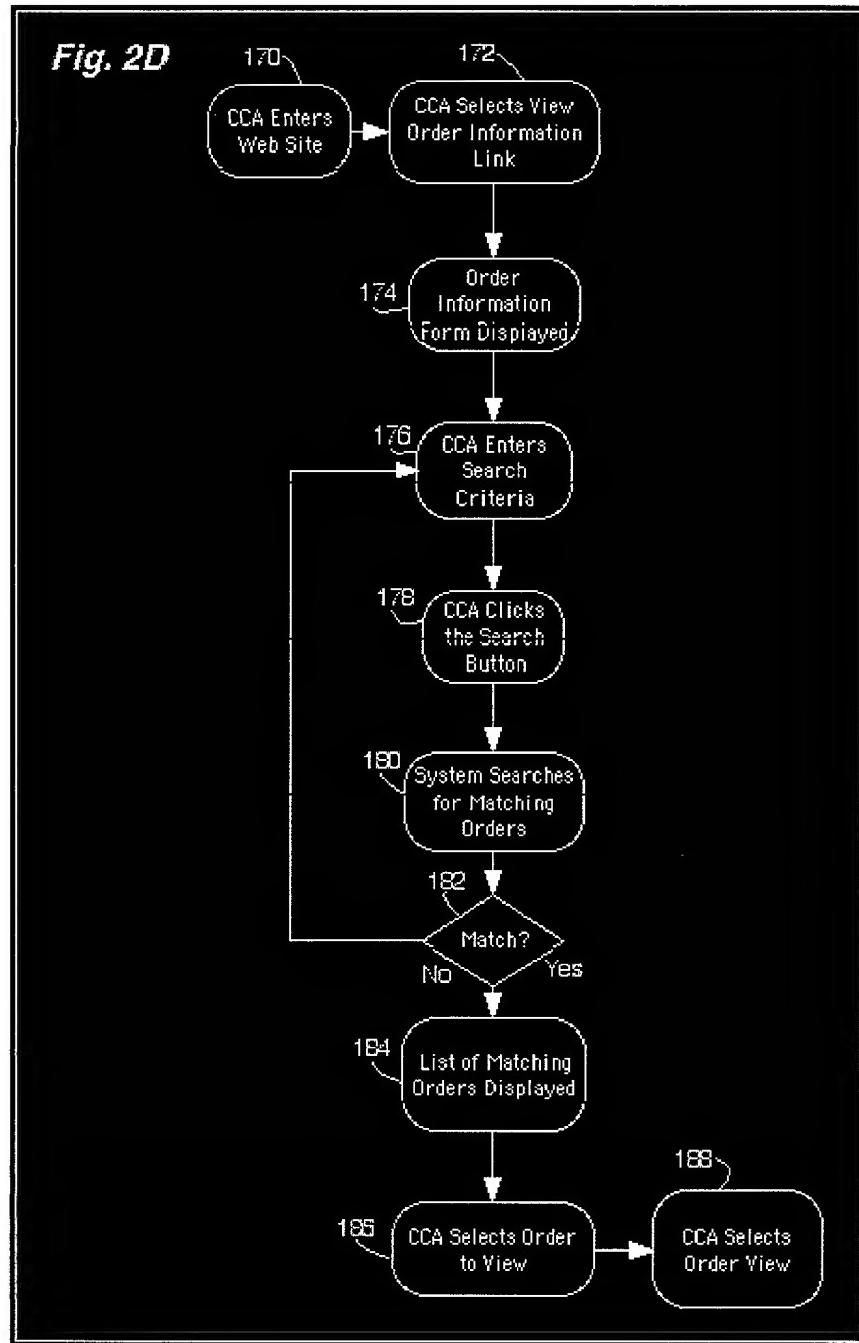


Fig. 3

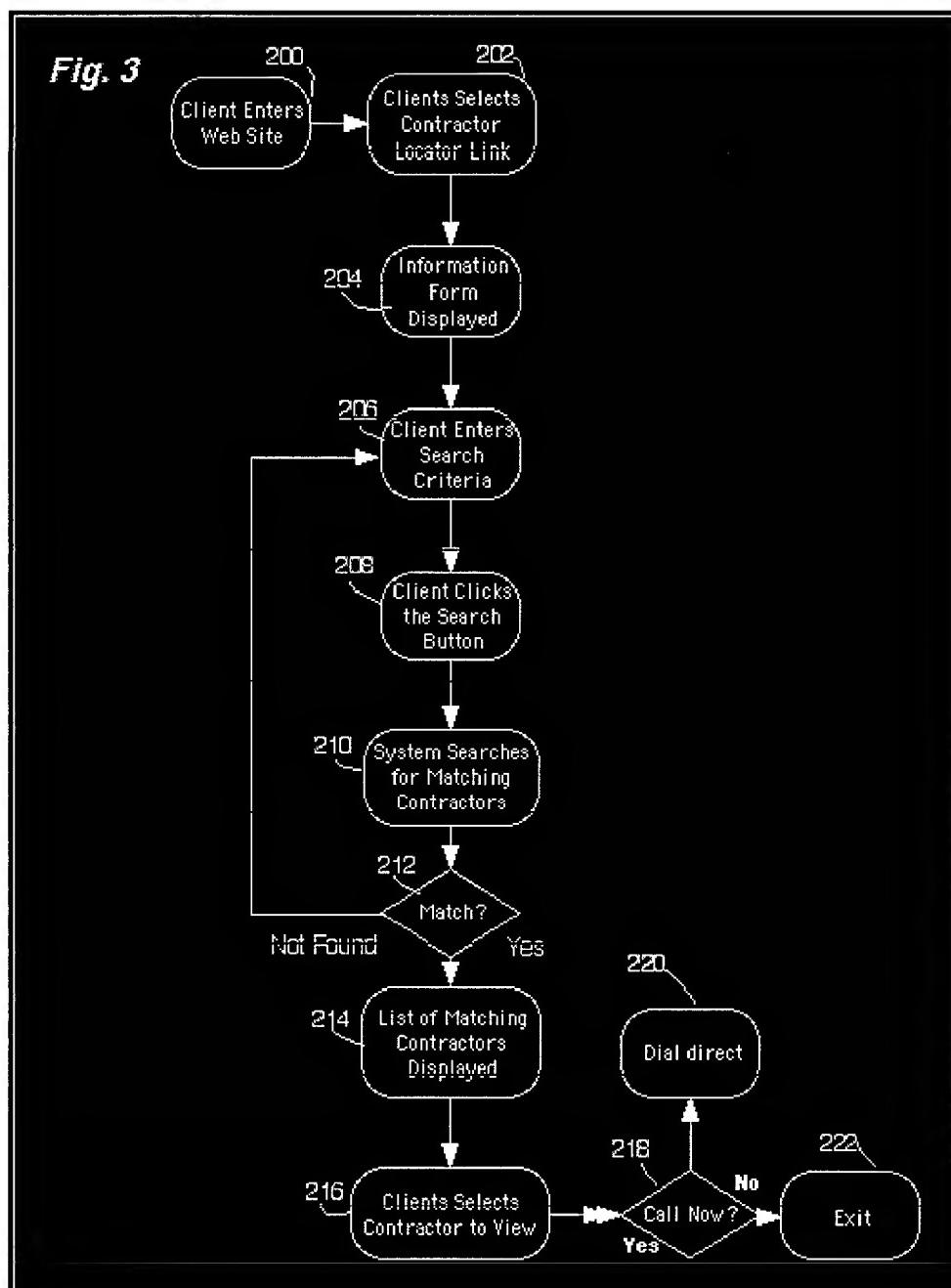


Fig. 4

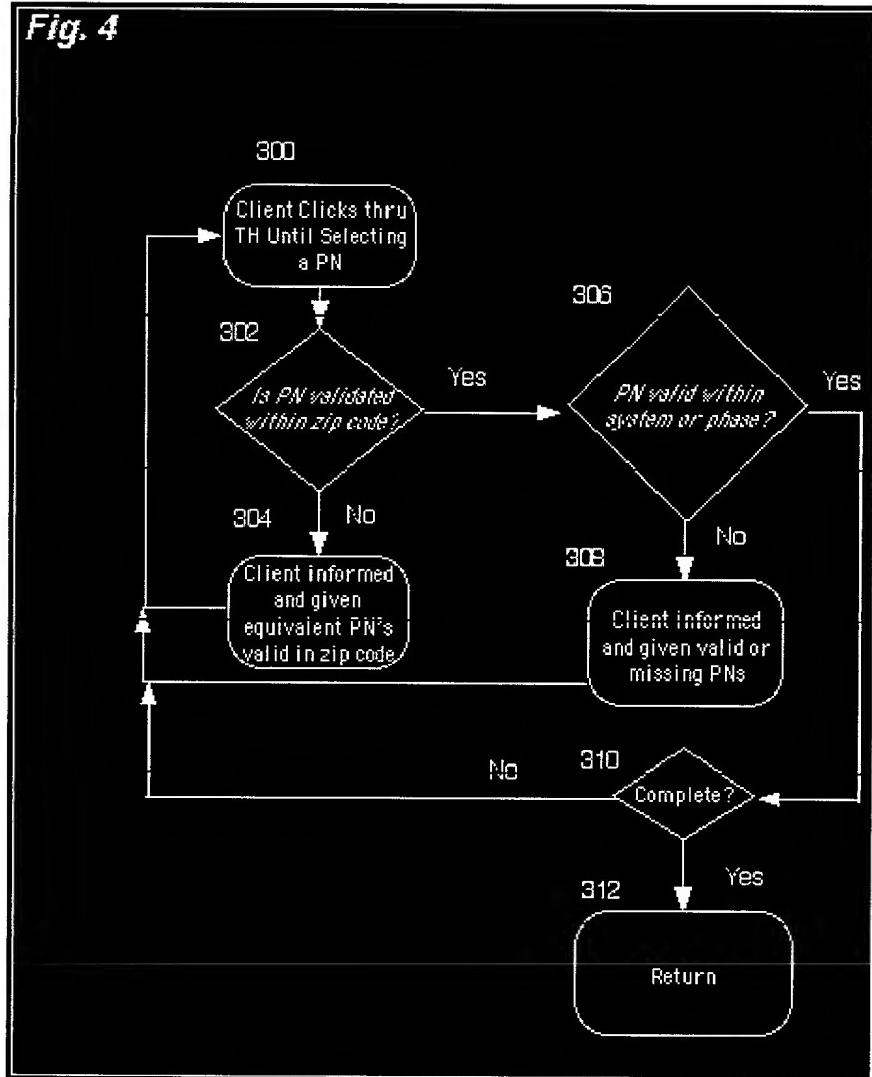


Fig. 5

09

Contractor Locator Selection Criteria

Select up to 5 SIC codes:

9a 1791 Structural steel erection
 1793 Glass and glazing work
 1794 Excavation work
 1795 Wrecking and demolition work
 1796 Installing building equipment

Select up to 5 Zip Codes:

9b Lake Region, NH
 03111 Laconia
 03112 Meredith
 03113 Moultonboro
 03114 Milton

Select from additional criteria

9c Minimum annual Sales
 0
 \$1M
 \$5-100M
 Over \$100M

9d Project Sizes handled
 \$0-100k
 \$100k-300k
 \$300k-1M
 Over \$1M

Search

Fig. 6A

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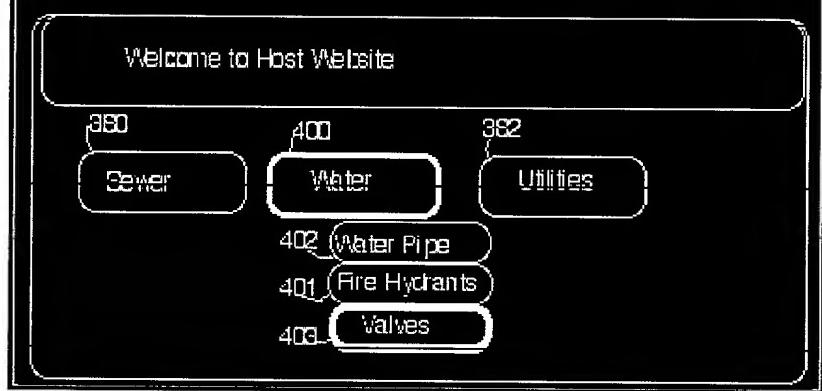


Fig. 6B

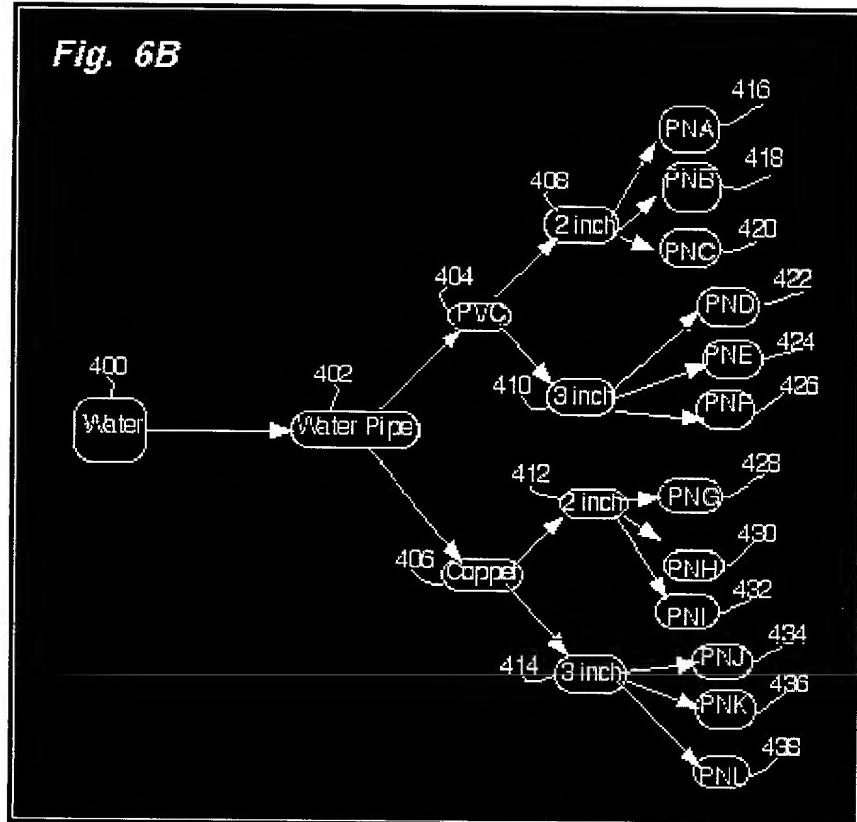


Fig. 6C

450	PN	Nearest Supplier	Unit Price	Discount sched
452	PNE	Northeast Bldg	\$75.00	30% GT 10
454		Metro Supply	\$100.00	20% GT 10
456		Southern Bldg	\$65.00	25% GT10
458		Midwest Supply	\$70.00	30% GT 10

Fig. 7

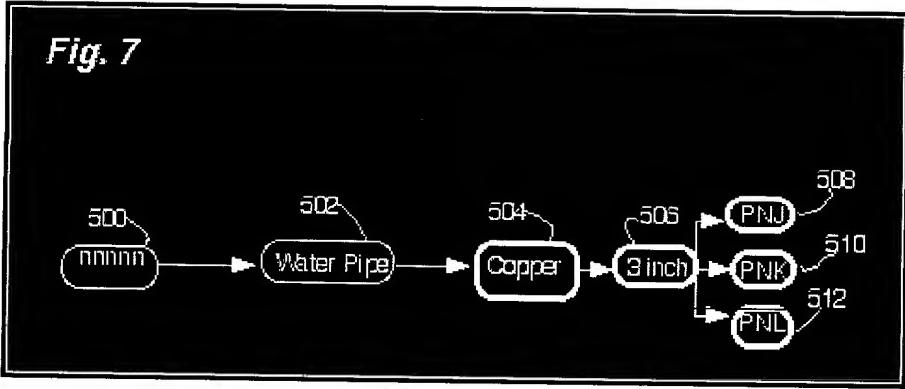


Fig. 8

Zip Code	Contractor	System	PN	Qty	Min. Ea.
3253	Meredith Building	3-Inch PVC Wtr Pipe	PND	99	\$25.00
3254		3-Inch PVC Wtr Pipe	PNE	99	\$20.00
3256		3-Inch PVC Wtr Pipe	PNF	99	\$5.00
3258					

Fig. 9

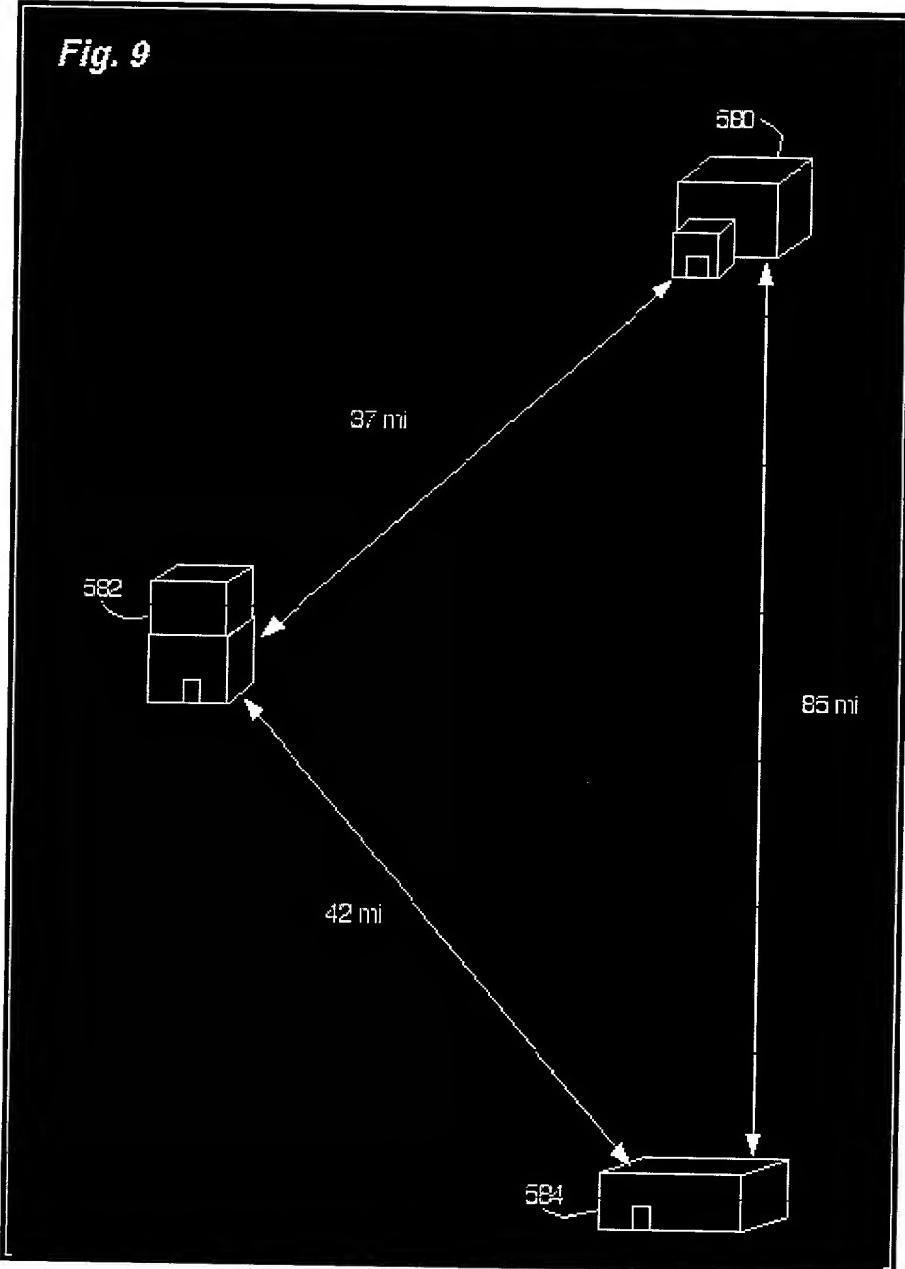


Fig. 10

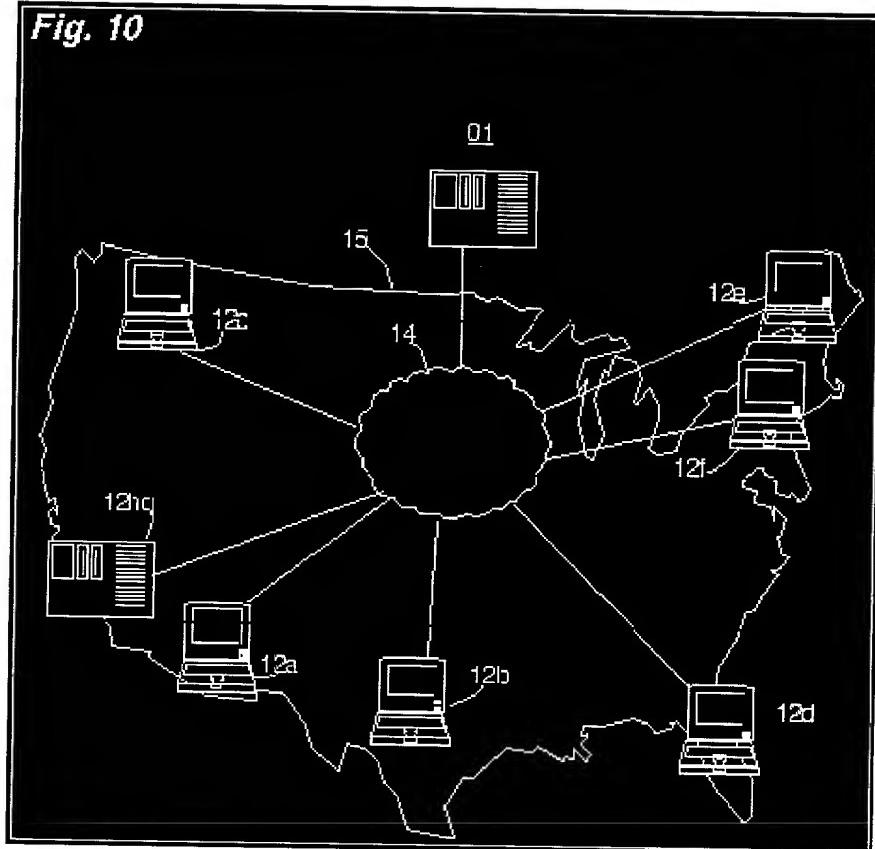


Fig. 11

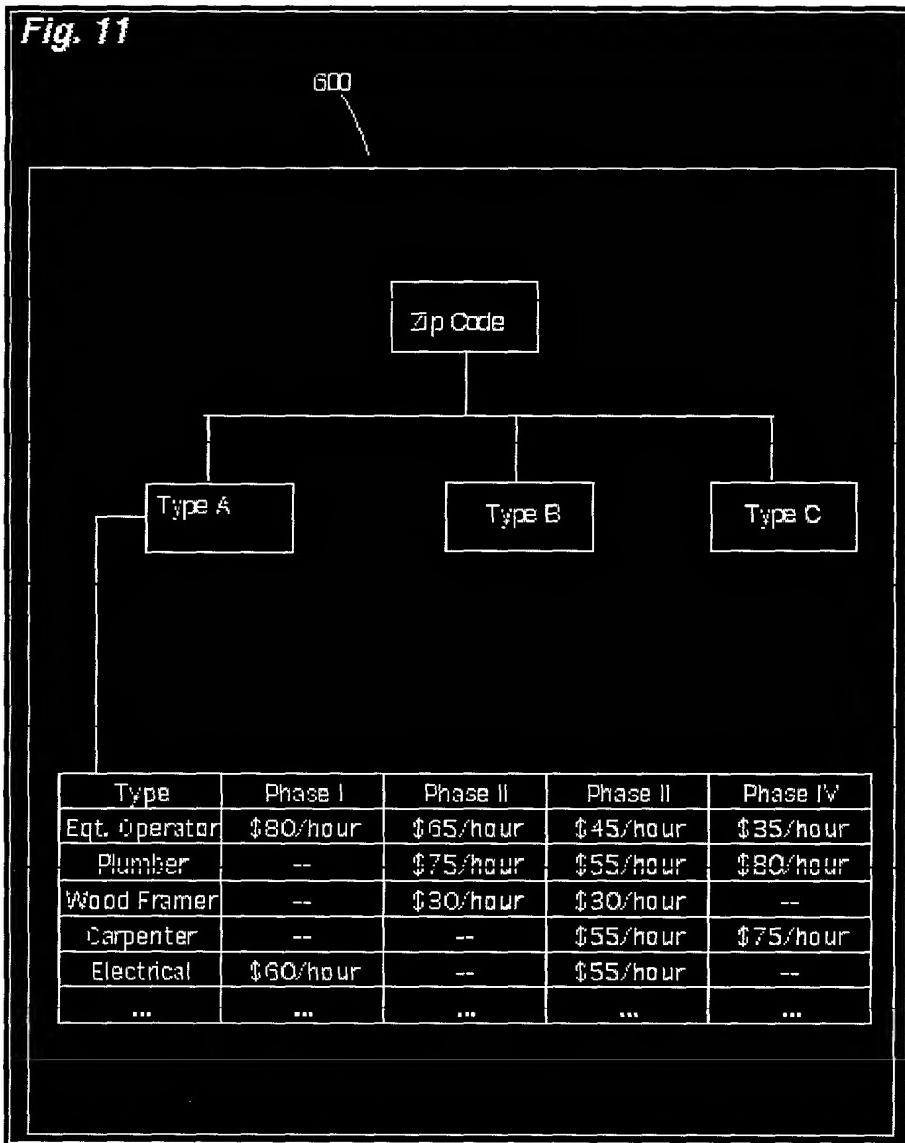


Fig. 12A

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Contractors in New Hampshire:

9e Meredith Builders, specializing in residential and townhouse.....
 New Hampshire Homes, experts in condominium developments
 Northeast Housing, Inc., largest residential contractor in New England

You want to search for contractors
in one or more of these SIC codes:

9b 1794 Excavation work
 1795 Wrecking and demolition work
 1781 Water well drilling
 1771 Concrete work
 1629 Heavy construction

located in one or more of
these zip codes:

9c 03nn1
 03nn2
 03nn3
 03nn4
 03nn5

with annual revenues in excess of:

9d \$5M

Fig. 12B

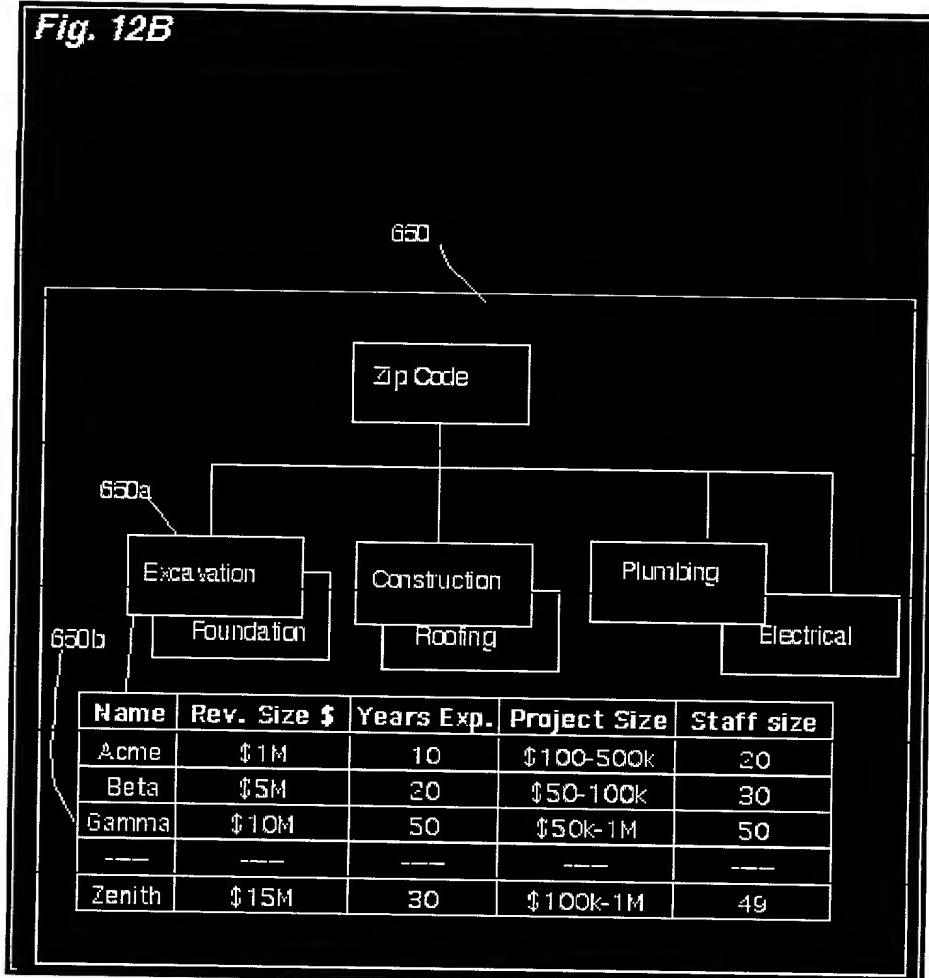


Fig. 13

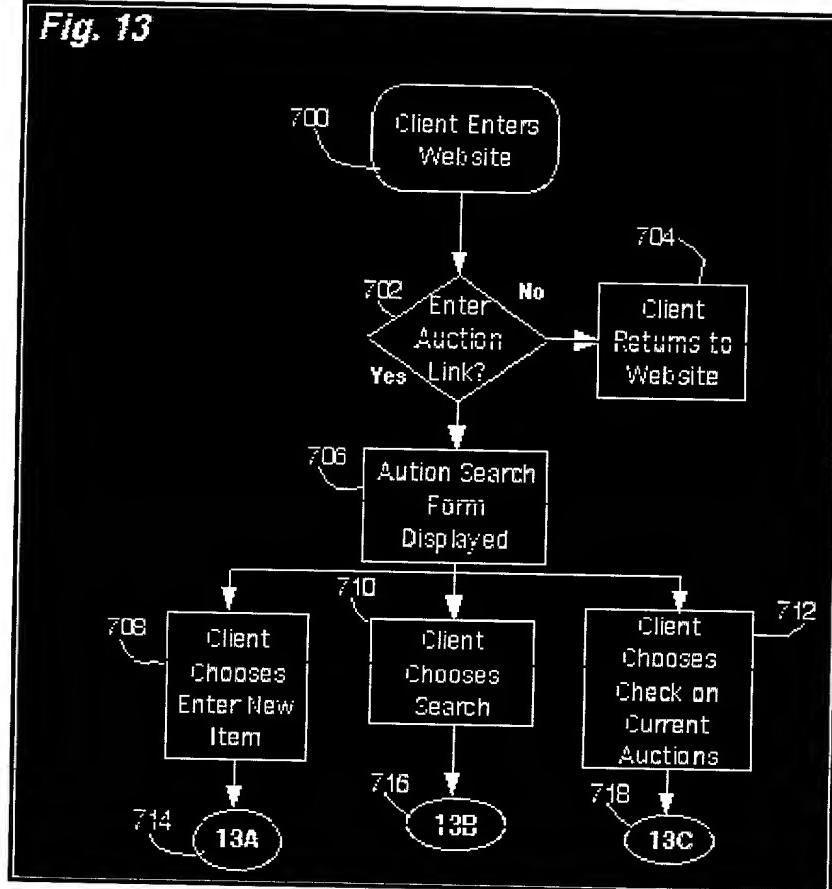


Fig. 13A

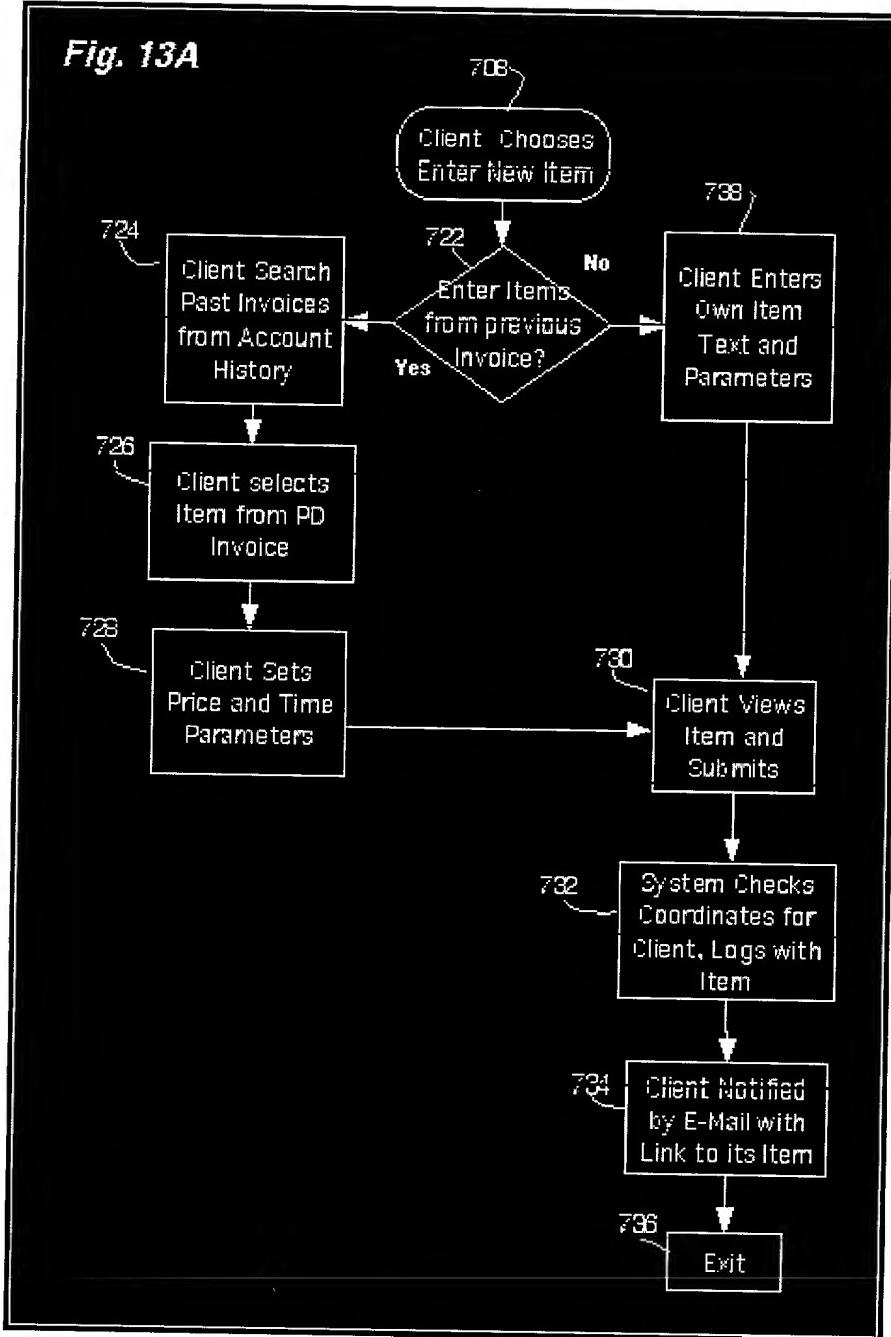


Fig. 13B

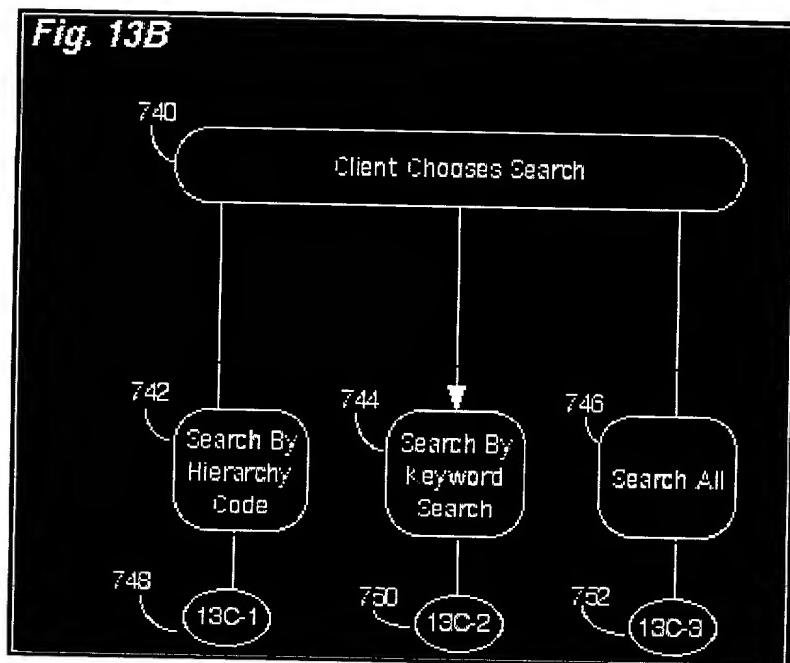


Fig. 13C-1

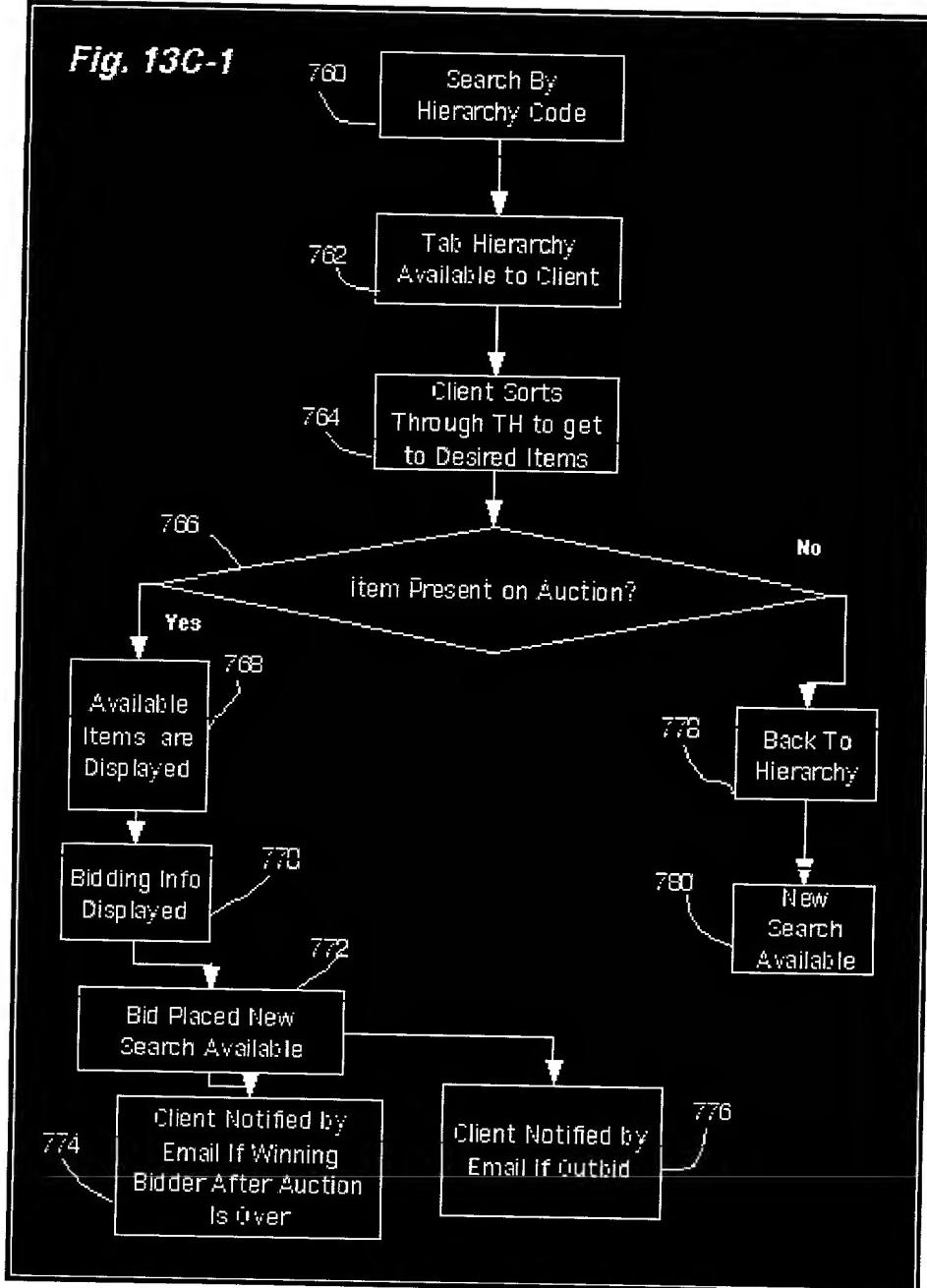


Fig. 13C-2

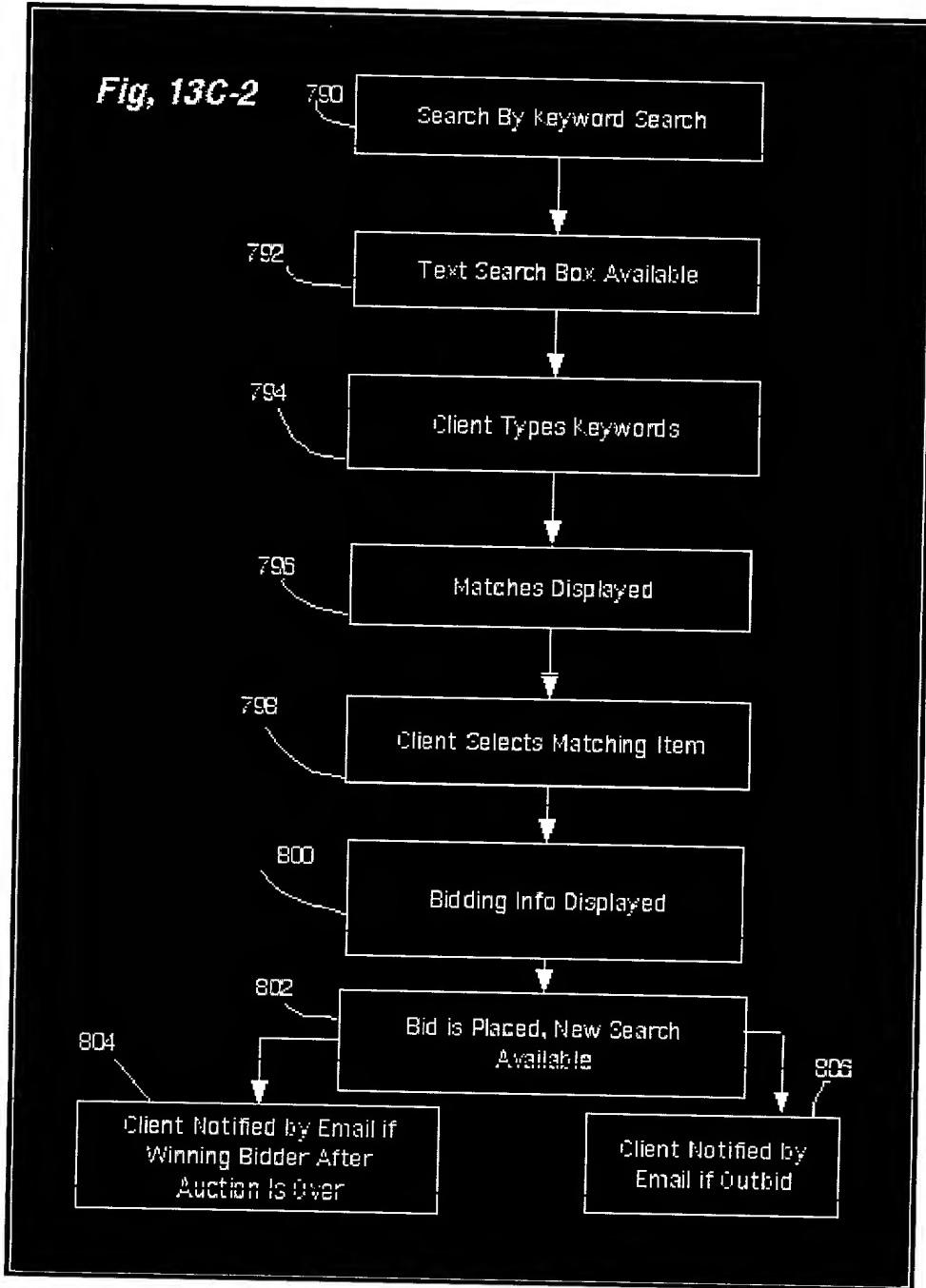


Fig. 13C-3

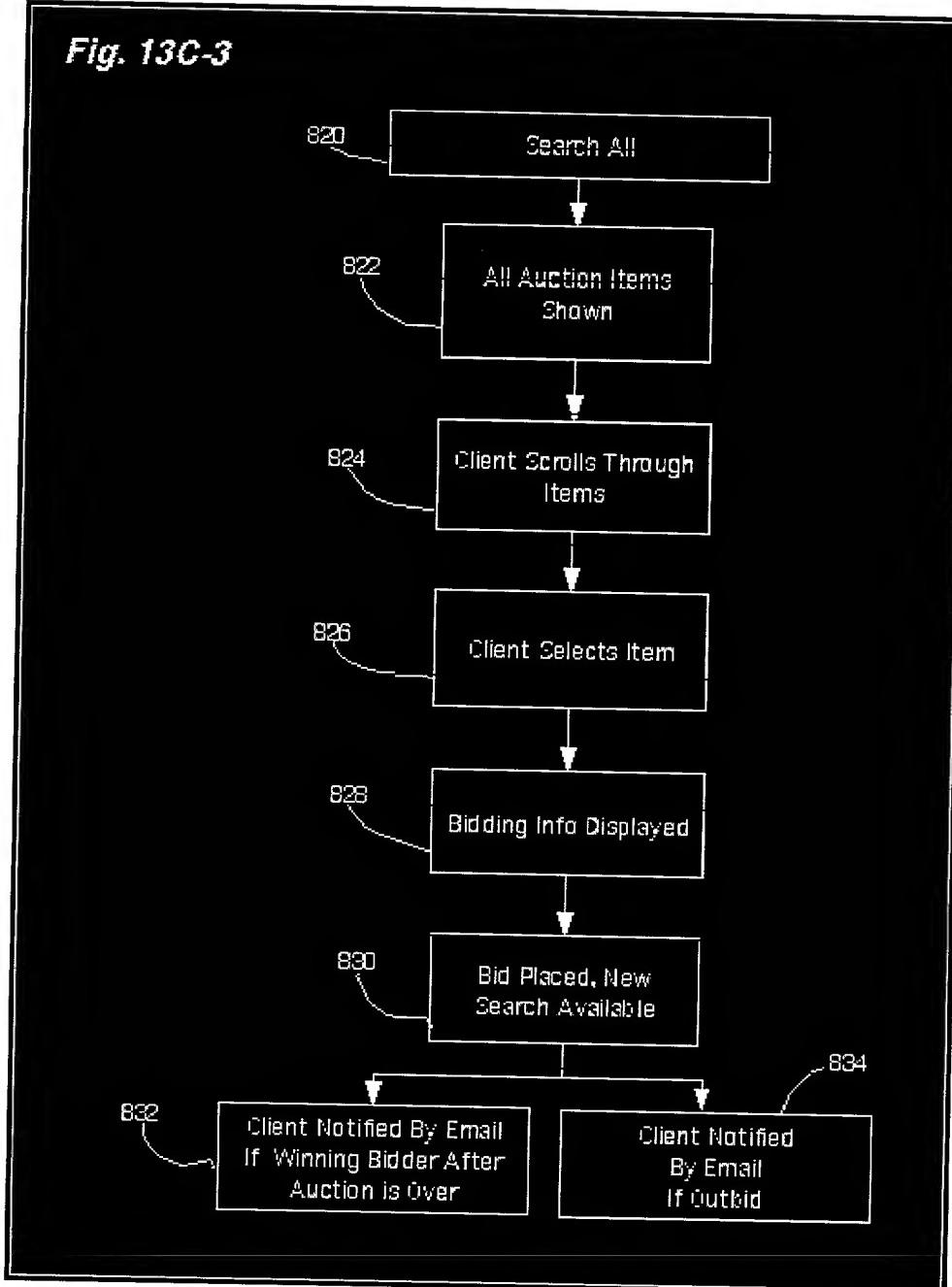


Fig. 14

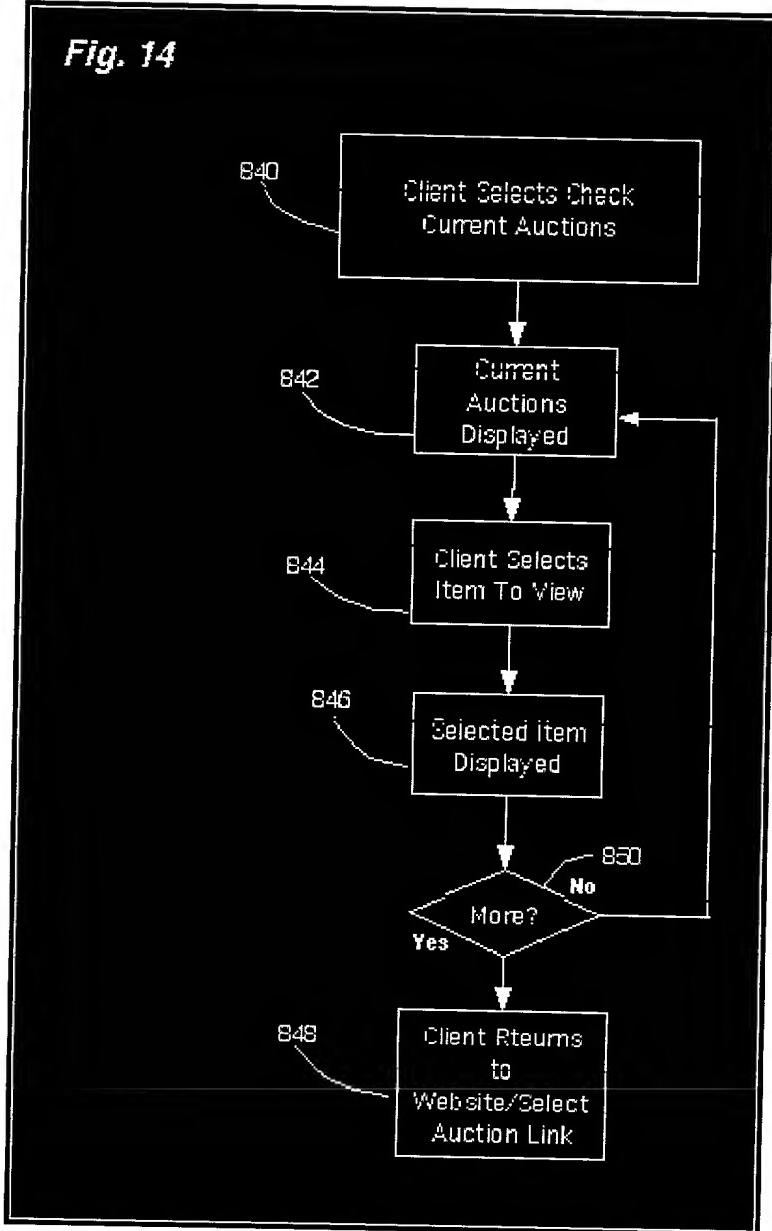


Fig. 15A

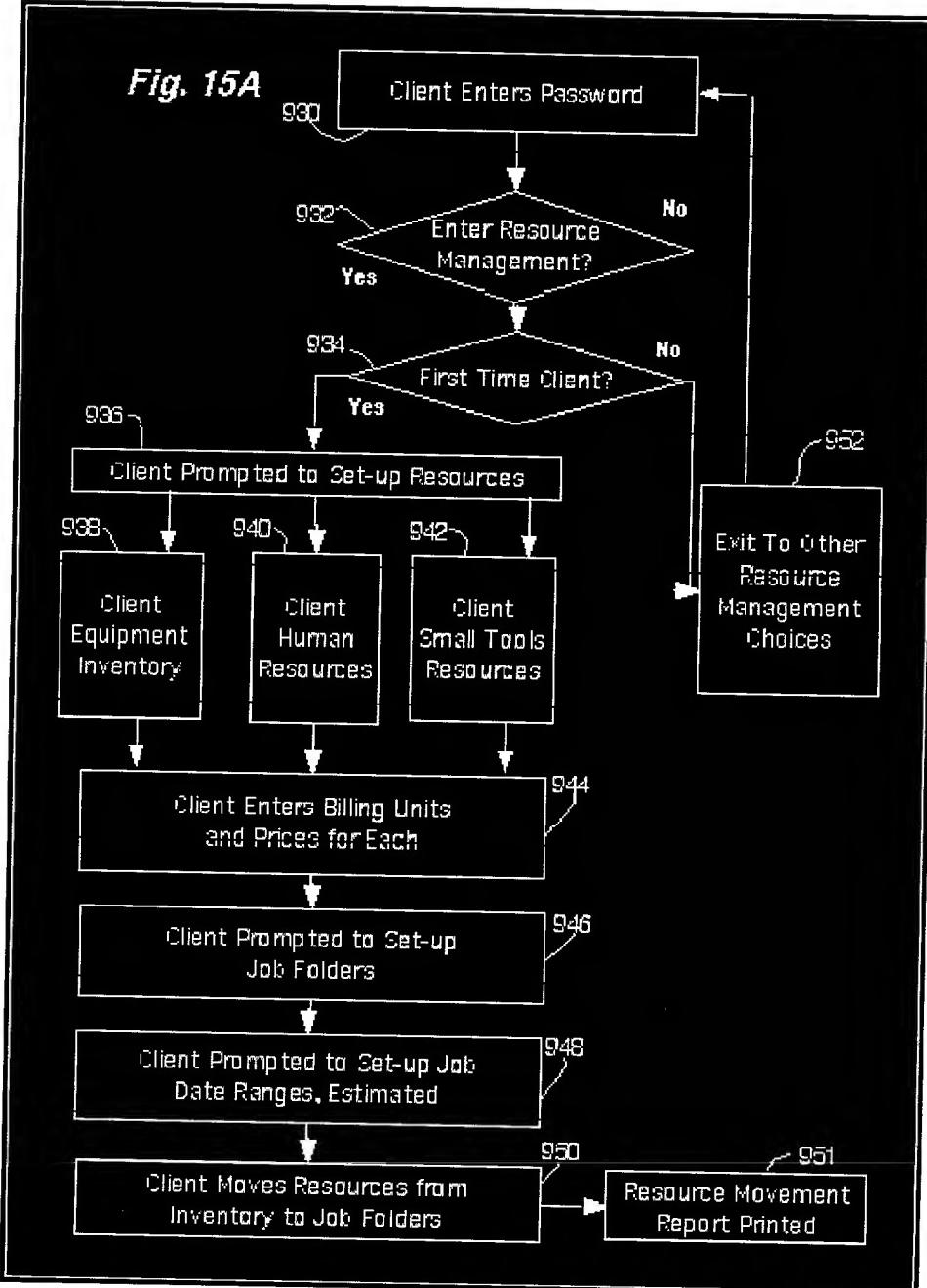


Fig. 15B

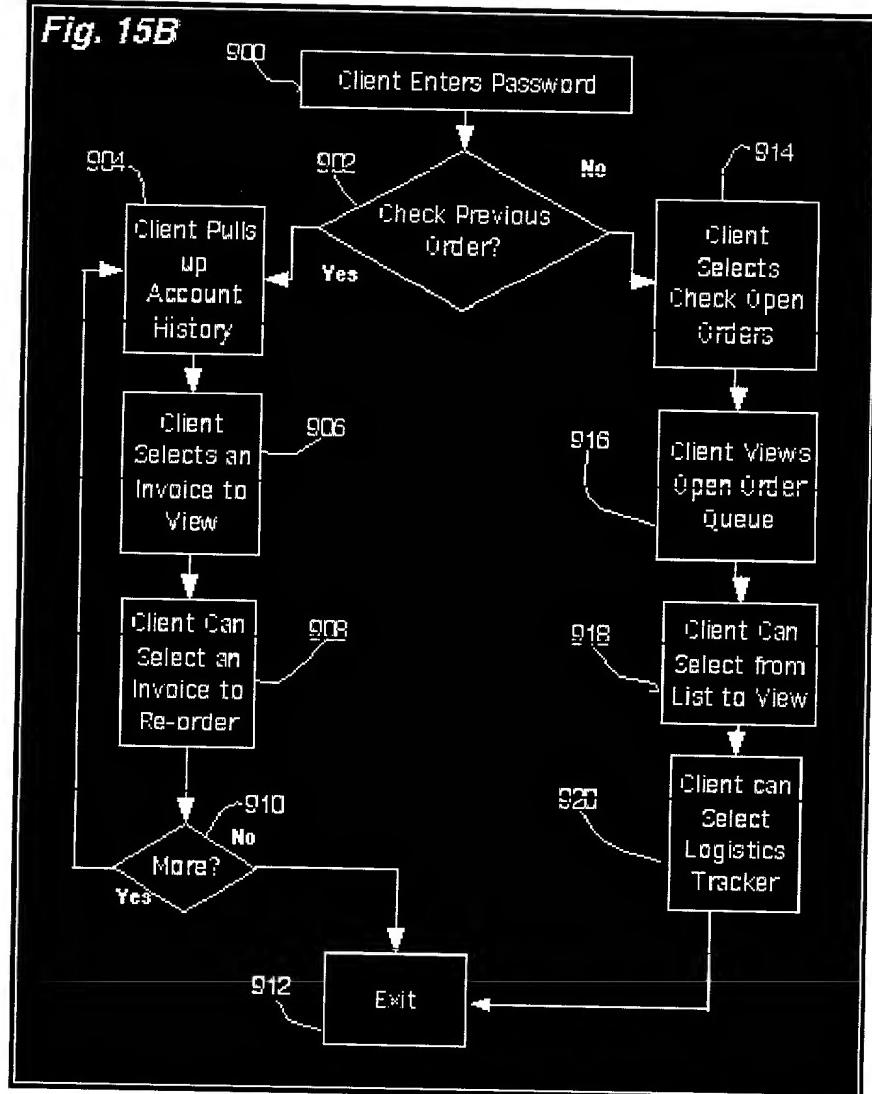


Fig. 16

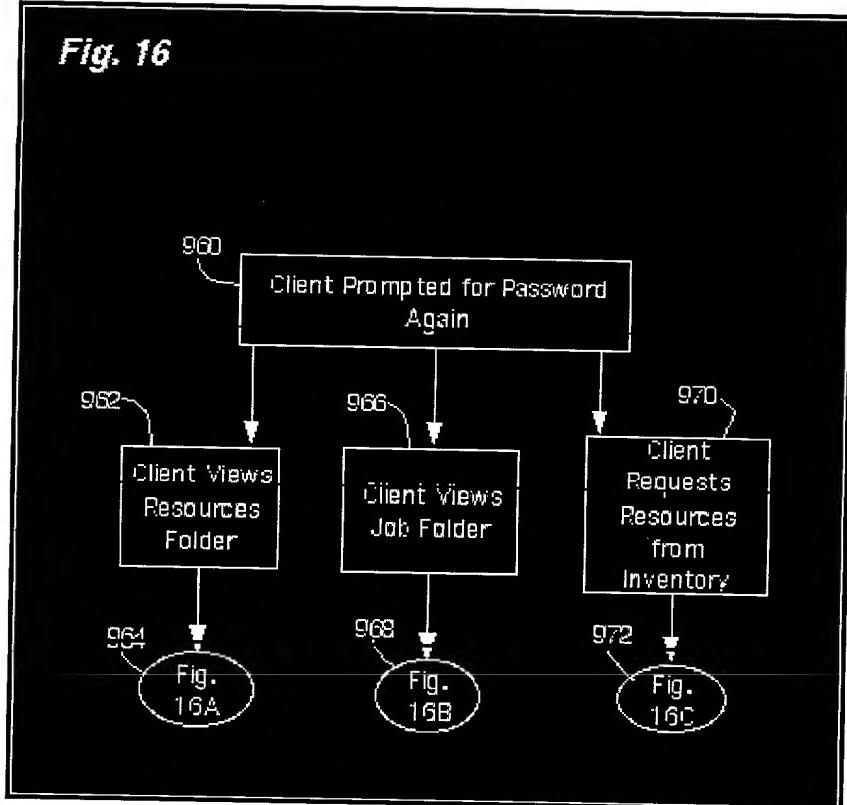


Fig. 16A

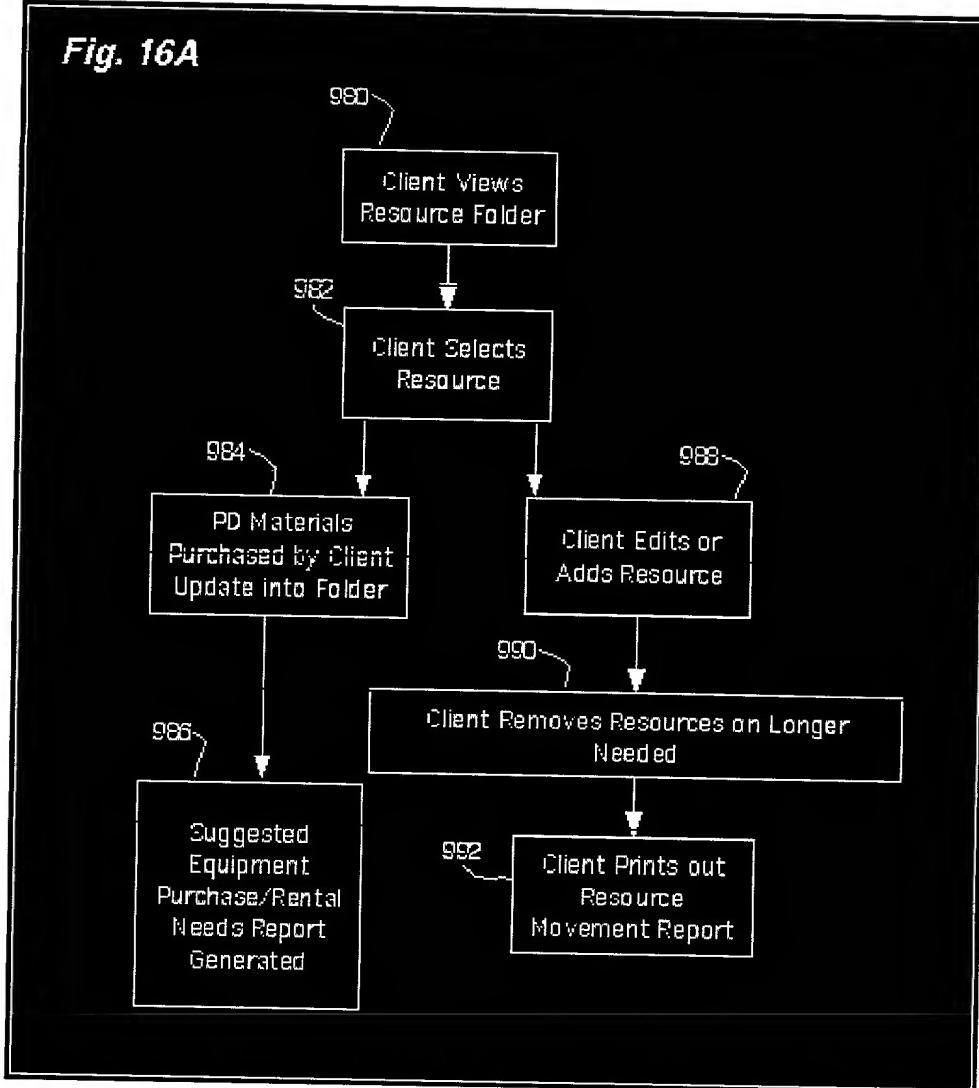


Fig.16B

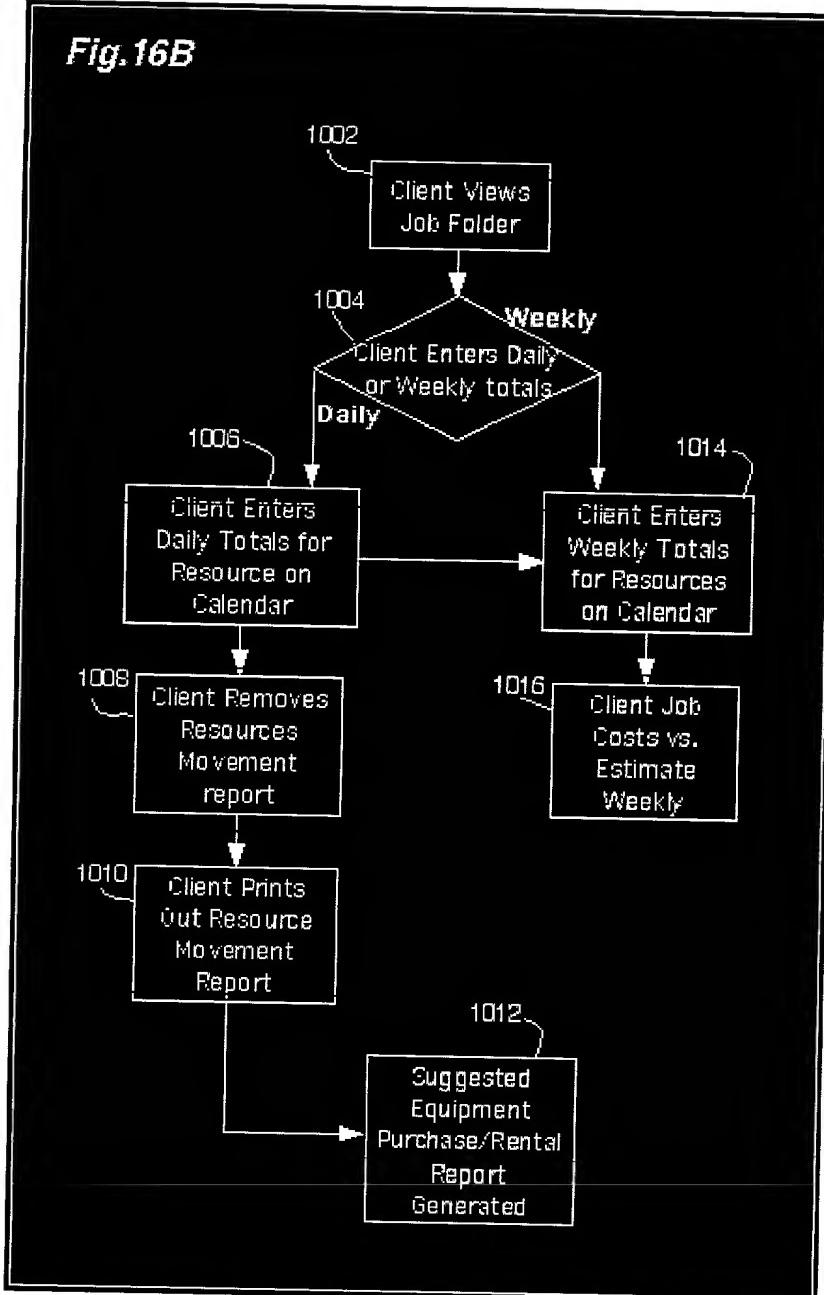


Fig. 16C

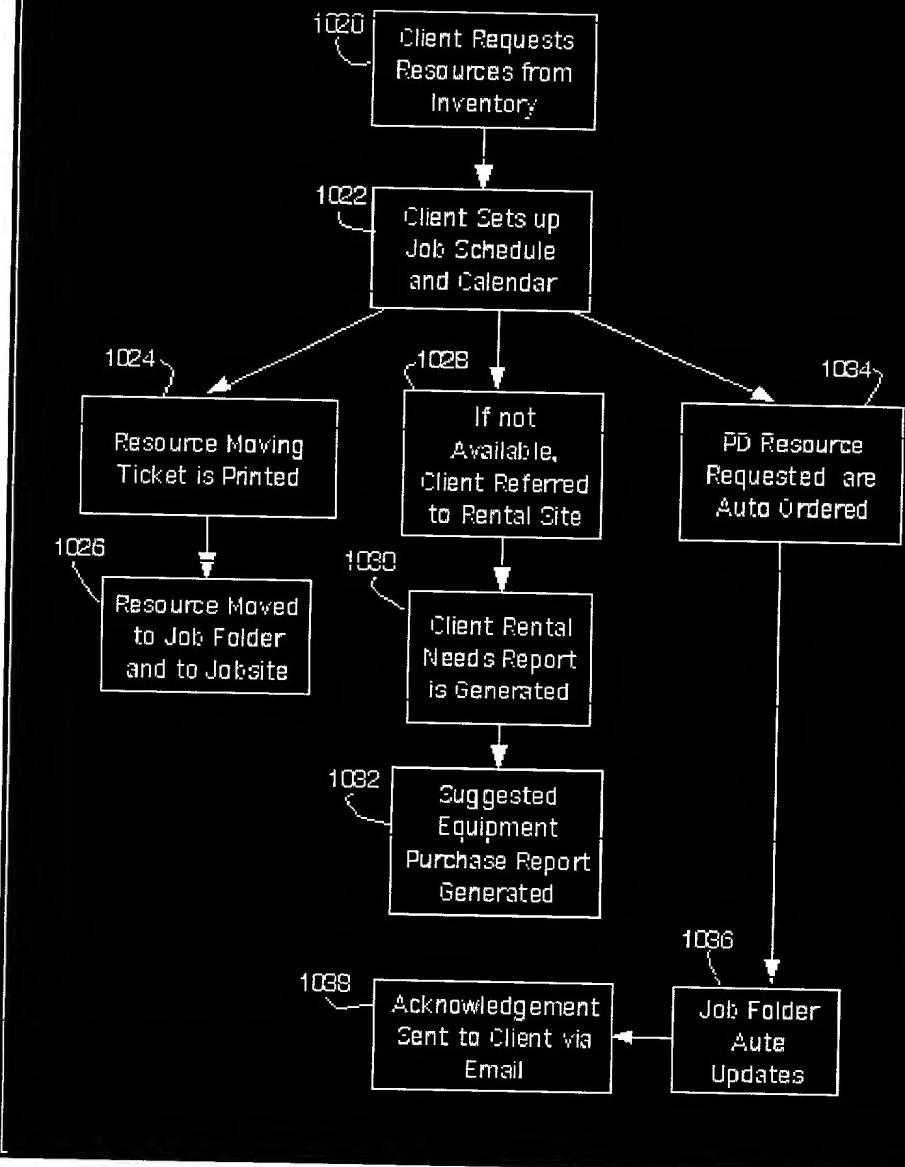


Fig. 17

1100						
Part No.	Desc.	Units	QTY	Price	Onsite?	
DW12	12in dual wall polyethylene drainpipe	feet	1000	\$3.15	Yes	
CL18-1	18 Wheel Dump Trailer		1	\$50/hr	No	
CLHBD1	Heavy Bulldozer		2	\$60/hr	No	
RLCM-1	Rental heavy Cement Truck		1	\$100/hr	No	

Fig. 18

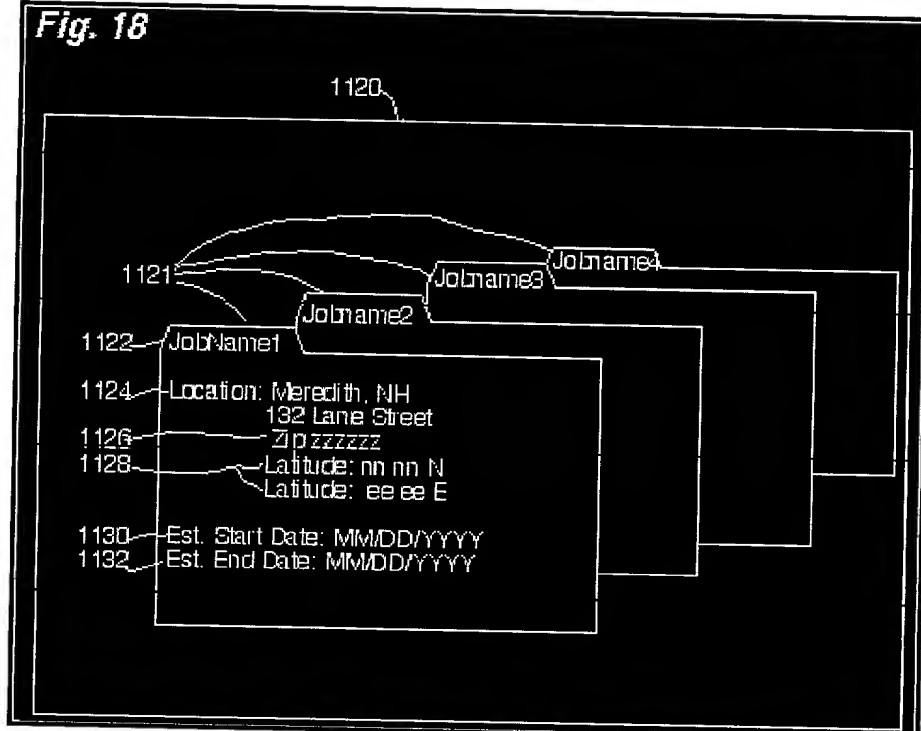


Fig. 19

1400.

<p>Equipment Purchase/Rental Report for <i>clientname as of mm/dd/yyyy</i></p> <p>For jobname1, you will need:</p> <p>30 ton excavator by Jan. 8 in Meredith, NH</p> <p>to rent one, see <u>rentalsitea</u> or <u>rentalsiteb</u></p> <p>For jobname2, you will need to move:</p> <p>CL18-1 18 wheel dump trailer from Meredith, NH to Springfield, MA by Mar. 12.</p>

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Fig. 20

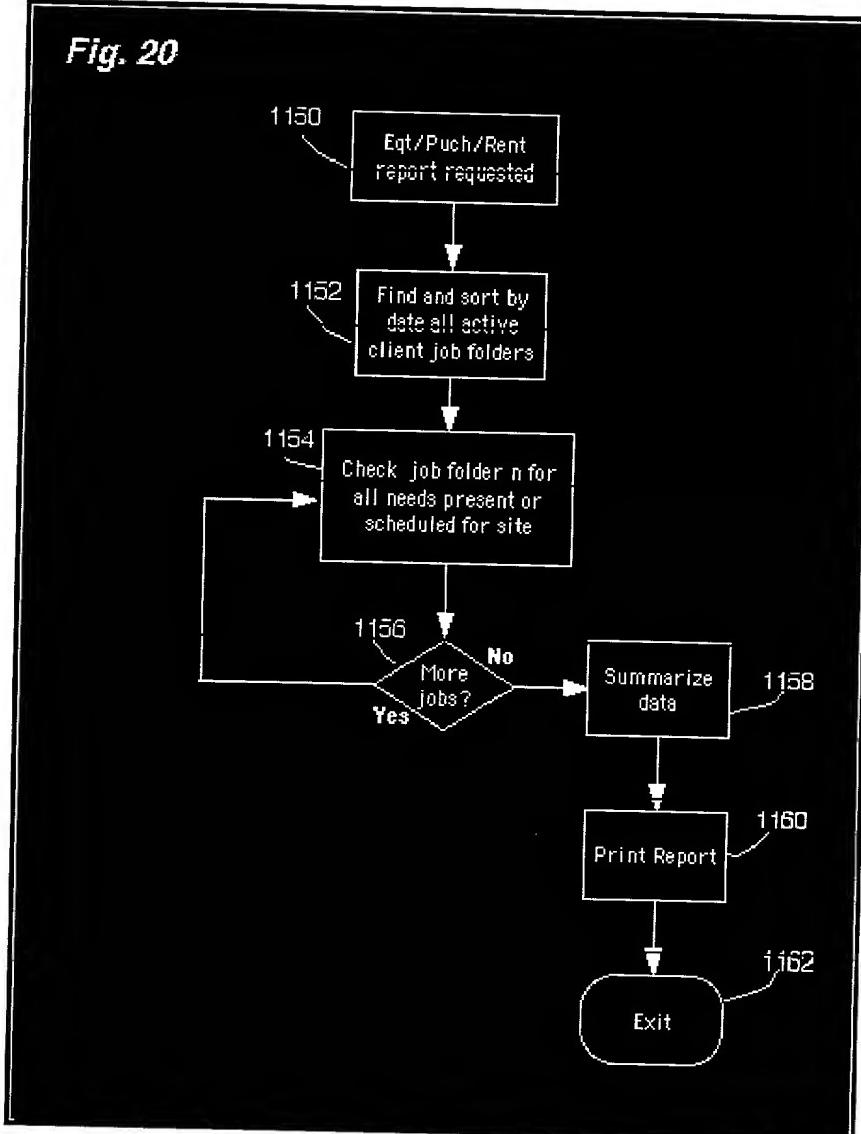


Fig. 21

Fig. 21

Job Name:

Location: Meredith, NH
132 Lane Street
Zip zzzzzz
Latitude: nn nn N
Longitude: ee ee E

Est. Start Date: MM/DD/YYYY

Est. End Date: MM/DD/YYYY

Phase 1 Est. Start MM/DD/YYYY

Need onsite

1100

	Part No.	Desc.	Units	QTY	Price	Onsite?
1102	DW12	12in dual wall polyethylene drainpipe	feet	1000	\$3.15	Yes
1104	CL18-1	18 Wheel Dump Trailer		1	\$50/hr	No
1106	CLHBD1	Heavy Bulldozer		2	\$60/hr	No
1108	RLCM-1	Rental heavy Cement Truck		1	\$100/hr	No

Fig. 22

1200

Equipment Movement Report for Client Main Contractor
Date mm/dd/yy

On mm/dd/yy:

Item No.	Moved from Jobsite	to Jobsite
CL18-1	Springfield MA	Meredith, NH
CLHBD1	Springfield MA	Meredith, NH
CLHBD1	Springfield MA	Meredith, NH

Fig. 23

Actual versus Estimated Costs Report as of mid-May	
Phase One Estimate \$50,000	Phase One Actual \$49,786
Phase Two Estimate \$65,000	Phase Two Actual \$71,000
Phase Three Estimate \$65,000	Phase Three Actual N/A
Phase Four Estimate \$70,000	Phase Four Actual N/A
Total Est. \$240,000	Total Actual TD: \$120,786
Percent Over/Under est. to date > 5% over	

Fig. 24

Fig. 24	1208
	Rent versus buy analysis for client-name as of mm/dd/yy
	ITEM:
1210	RLEX-1 Thirty-ton excavator
	Total rental costs from 1/1/2000 through 1/1/2001 at \$600/day x 150 workdays =\$90,000/year or 7500/month
1212	
1214	Purchase Price = \$180,000 at 10% interest over
	36 months = \$500/month
1216	Suggestion: buy

Fig. 25

Fig. 25

1220	
<p>Equipment Moving Ticket issued mm/dd/yy for <i>client name</i></p> <p>Item No: CL18-1, Description: 18 Wheel Dump Trailer, located at jobsite: Springfield, MA, should be moved to</p> <p>jobsite: Meredith, NH, no later than mm/dd/yy.</p>	

Fig. 26

